



EXPORT-IMPORT BANK *of the UNITED STATES*

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

Multi-Buyer Exporter Insurance Comparison

Policy Parameters	Small Business* (ENB) and Environmental Small Business (ENV) Short-Term Multi-Buyer	Standard Short-Term Multi-Buyer (ESC)
Risk Coverage	95% commercial and political	Same
Interest Rate Coverage	Covered up to <i>WSJ</i> Prime minus 1/2%, up to 180 days after the due date. (to be covered, interest must be documented)	Same
Discretionary Credit Limit	Revolving credit limits “per buyer” may be contained in the policy. Limits needed in excess are pre-approved by Ex-Im Bank.	Revolving credit limits “per buyer” are contained in the policy. Limits needed in excess are pre-approved by Ex-Im Bank.
Deductible	None	Based on the accounts receivable aging and export losses. Minimum is 3/4 % of the export portfolio.
Premium Rate	Rates schedule applies. Rates vary based on the type of buyer and length of credit term. Rates do not vary by country.	Composite rate is calculated based on the spread of risk, buyer type, and the length of the credit terms extended.
Minimum Premium	None	None

* For businesses that meet the Small Business Administration (SBA) definition and have export credit sales that average no more than \$5 million over the past 3 years.

Policy Parameters	Small Business* (ENB) and Environmental Small Business (ENV) Short-Term Multi-Buyer	Standard Short-Term Multi-Buyer (ESC)
Period Covered	Renewable every 12 months and cancellable by either party with 30 days notice.	Same
Responsibilities of the Insured	<ul style="list-style-type: none"> ■ Pay \$500 (minimum) advance premium to set-up the policy ■ Shipments may be reported at any time after shipment is made, but no later than the 30th of the month following the month of shipment. ■ Calculate and pay premium on all insured shipments. ■ Stay within authorized DCLs and apply for SBCL if DCL insufficient or restricted. ■ Report overdue amounts in excess of 90 days on amounts over \$25,000. ■ Cease shipments if a buyer is insolvent or has past dues in excess of 90 days. ■ Make a minimum of one written demand for payment at least 30 days before filing a claim. 	Same
Buyer Qualification Requirements	Per Ex-Im Bank's Short-Term Credit Standards (STCS)	Same
Claim Filing Window	90 days to 8 months after the due date	Same
Application Process/Fees	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application to the local Ex-Im Bank regional office, either directly or through an insurance broker (if applicable), or by using Ex-Im Online. Include the exporter's credit report, and most recent 2 years financial statements. ■ Policy quotations are binding offers and are valid for 30 days. 	Same

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